

## Message

**From:** Eric Chu [REDACTED]@google.com]  
**Sent:** 5/28/2020 6:49:07 PM  
**To:** Prachi Gupta [REDACTED]@google.com]

• **Eric Chu**, 2020-05-28 11:49:07

Hi Prachi, just want to raise concerns that GPM/YT meeting at Director working level keeps getting moved out while VPs are meeting potentially without context. The meeting scheduled today has been deleted/moved again.

• **Eric Chu**, 2020-05-28 11:49:24

Eunice is keep touch with Paul

• **Prachi Gupta**, 2020-05-28 11:50:08

thanks for the heads up Eric

• **Prachi Gupta**, 2020-05-28 11:50:13

just chatted with John also

• **Prachi Gupta**, 2020-05-28 11:50:31

it is a little weird with Play right now

• **Prachi Gupta**, 2020-05-28 11:50:51

they were meeting with payments at 11..wonder if that was part of it

• **Eric Chu**, 2020-05-28 11:51:33

Yes. It seems that for both the ShopTube project and YT/Play, these PAs are having meetings talking about YouTube without YouTube's presence.

• **Eric Chu**, 2020-05-28 11:52:10

More understandable on ShopTube since Shopping and Payment do need to figure out how they work together even without YouTube.

• **Eric Chu**, 2020-05-28 11:52:24

On Play/YT, it doesn't make sense for those discussions to happen without YT.

• **Prachi Gupta**, 2020-05-28 11:53:21

I hear you..Play is being very weird ..first they were not even talking with Payments..now talking to them without us

• **Prachi Gupta**, 2020-05-28 11:53:39

we need to keep communication very tight

• **Prachi Gupta**, 2020-05-28 11:53:59

yesterday night chatted with Kan Liu from gPayments..also introed him to Eunice

• **Prachi Gupta**, 2020-05-28 11:54:09

hoping you are in close touch with Stavan

• **Prachi Gupta**, 2020-05-28 11:54:43

fwiw, scott and neal have our backs..they are asking hard questions from Play...but agree its a complex situation right now

• **Eric Chu**, 2020-05-28 11:54:47

I am but currently, I'm not directly plugged into the Play discussions at any levels. Only behind the scene.

- **Eric Chu**, 2020-05-28 11:56:40

Last comment on this topic is that it is clear this is all about Play revenue. They could have easily put us in the same category as Spotify/Netflix. They worry that if they let YT into the club, they need to let others and risk revenue.

- **Eric Chu**, 2020-05-28 11:57:19

So bottom line is that we're protecting already at risk Play revenue at the cost of YouTube opportunity cost and growth...

- **Prachi Gupta**, 2020-05-28 11:58:18

give me 2 mins (wrapping up GPM velocity)

- **Prachi Gupta**, 2020-05-28 12:04:20

ok back now

- **Eric Chu**, 2020-05-28 12:04:37

I'm here

- **Prachi Gupta**, 2020-05-28 12:04:51

regarding Play revenue. i don't see a world where we pay Play cut

- **Eric Chu**, 2020-05-28 12:05:22

Are you available to chat over VC?

- **Prachi Gupta**, 2020-05-28 12:06:03

re: you not engaged at any level - I agree that we need to have you (and me) to be included in these discussions - fwiw, i feel behind the scenes as well (that is what I mean by "tight communication" is missing

- **Prachi Gupta**, 2020-05-28 12:06:18

<a href="https://www.google.com/url?q=http://goto.google.com/meet/ep&sa=D&source=hangouts&ust=1590779178571000&usg=AFQjCNEle9-U3ewLkz0SIE5S9ixyhSVerg">go/meet/ep</a>

- **Eric Chu**, 2020-05-28 12:06:44

On the bridge now